

## Message Text

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ORIGIN NEA-10

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TREAS:CBAZARIAN

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P R 120209Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT PRIORITY

AMEMBASSY TEHRAN PRIORITY

INFO AMEMBASSY JIDDA

AMEMBASSY DAMASCUS

UNCLAS STATE 034155

E.O. 11652: N/A

TAGS: OTRA, BEXP, ECRE, IR, KU

SUBJECT: CONSTRUCTION INDUSTRY: BANK GUARANTEES AND  
SURETY BONDS--VISIT OF EXPERTS

REF: KUWAIT 648 (NOTAL), TEHRAN 1306 (NOTAL)

1. ON THE BASIS OF ADVICE FROM EMBASSIES, SEVERAL INDIVIDUALS DRAWN FROM USG/INDUSTRY MISSION TO SAUDI ARABIA HAVE AGREED TO VISIT TEHRAN AND KUWAIT SUBSEQUENT TO FEB 14-18 TALKS IN JIDDA TO DISCUSS BANK GUARANTEES/SURETY BOND ALTERNATIVE AND RELATED PROBLEMS OF U.S. CONTRACTORS. INFORMAL GROUP, TO WORK WITH AND BE SUBJECT TO THE LEADERSHIP AND GUIDANCE OF RESPECTIVE EMBASSIES, TO CONSIST OF HUGH MCFADDEN AND/OR CARL BAZARIAN OF TREASURY; JACKSON HEARN OF COMMERCE/CAGNE; MANNING SELTZER, GENERAL COUNSEL  
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FOR CORPS OF ENGINEERS; QUENTIN LERCH, SECRETARY OF SURETY

ASSOCIATION OF AMERICA; AND JOHN JONES, PRESIDENT OF J. A. JONES CONSTRUCTION COMPANY OF CHARLOTTE N.C. (REPRESENTING ASSOCIATED GENERAL CONTRACTORS OF AMERICA). TIGHT SCHEDULING CLEARLY WILL LIMIT NUMBER OF OUTSIDE INTERVIEWS THAT VISITORS, LED BY EMBASSY OFFICER, WILL BE ABLE TO CONDUCT. DECISION ON BEST ALLOCATION OF TIME LEFT TO EMBASSIES.

2. SUBJECT TO ADVICE OF EMBASSIES, GROUP PLANS TO TRAVEL IN ACCORDANCE WITH FOLLOWING ITINERARY:

WEDNESDAY, FEBRUARY 18 --  
DEPART JIDDA AT 1415 HOURS ON RB 386,  
ARRIVE DAMASCUS AT 1600 HOURS.

DEPART DAMASCUS AT 1815 HOURS ON PAN AM 110,  
ARRIVE TEHRAN AT 2145 HOURS.

SATURDAY, FEBRUARY 21 --  
DEPART TEHRAN AT 0945 HOURS ON KU 901,  
ARRIVE KUWAIT AT 1040 HOURS.

SUNDAY, FEBRUARY 22 --  
LEAVE KUWAIT AT 1130 HOURS ON KU 181.

3. FOR TEHRAN AND KUWAIT: WITH VISITING GROUP TO NUMBER FIVE OR SIX, SUGGEST YOU RESERVE FOUR HOTEL ROOMS WITH UNDERSTANDING TWO WILL BE USED AS DOUBLES. FOR TEHRAN NIGHTS ARE FEBRUARY 18-20 AND FOR KUWAIT FEBRUARY 21.

4. PROJECT OFFICER FOR TEHRAN AND KUWAIT VISITS IS CARL BAZARIAN. HE WILL ENSURE THAT YOU ARE ADVISED OF ANY CHANGES IN GROUP OR SCHEDULING, AND MESSAGES REGARDING VISIT SHOULD BE SENT FOR HIS ATTENTION CARE OF EMBASSY JIDDA, REPEATED FOR INFORMATION OF DEPARTMENT.

5. FOR TEHRAN: APART FROM DISCUSSIONS WITH EMBASSY PERSONNEL (AND LOCAL BANKERS/BUSINESSMEN/OFFICIALS, TO EXTENT LATTER FEASIBLE AND EMBASSY BELIEVES THEY WOULD BE USEFUL), VISITORS LED BY EMBASSY OFFICER WOULD HOPE TO MEET WITH LOCAL REPRESENTATIVES OF MAJOR U.S. CONTRACTORS  
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SUCH AS ARTHUR G. MCKEE AND MORRISON-KNUDSEN. LATTER MEETINGS MIGHT BE POSSIBLE FOR FRIDAY. VISITORS AWARE OF CONSTRAINT IMPOSED BY MOSLEM HOLIDAY. IF EMBASSY BELIEVES ADDITIONAL DAY NEEDED TO MAKE TEHRAN VISIT PRODUCTIVE, YOU SHOULD ADVISE BAZARIAN URGENTLY (REPEAT TO KUWAIT AND DEPT) AND GROUP WILL SEEK TO RESCHEDULE ACCORDINGLY FOR SUNDAY DEPARTURE.

6. FOR KUWAIT: VISITORS AGREEABLE TO SUGGESTED SESSION  
WITH LOCAL BUSINESSMEN. SOME VISITORS PROBABLY WOULD BE  
ABLE TO EXTEND FOR SECOND DAY IF EMBASSY BELIEVES THIS  
WOULD BE DESIRABLE. INGERSOLL

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